



About Plastivoire Group:

*Plastivoire Group ranks amongst the very top European manufacturers of complex plastic parts used in retail consumer products. It designs and manufactures these plastic parts as well as handling their mass production. Present within the multimedia, motor vehicle and electric and electrical appliance sectors, the Group has 26 production sites in France, Poland, Spain, Romania, Tunisia, England, Portugal and Slovakia.*

## Acquisition of German company Karl Hess

**Plastivoire Group has announced that on 12 December 2014 it signed a memorandum of understanding for the acquisition of 100% of the capital of German plastics processor, Karl Hess.**

**The integration of the German company is fully in line with Plastivoire's strategic plan to rank as a European leader in its sector by reinforcing the Group's position across all major markets in Europe and providing easier access to tier-one contractors in Germany. The acquisition will also enable Plastivoire Group to enrich its know-how and expertise across all of its activities.**

### **Karl Hess, a leader in high value-added plastics processing**

Founded in 1950 and specializing in the engineering and manufacture of technical plastic parts, Karl Hess is a recognized supplier of sophisticated plastic parts for a wide variety of sectors, from construction (Sitech, etc.), to electric and electrical equipment (Siegena, Thomas, Viessmann, etc.) and household appliances (Miele).

Like Plastivoire Group, the company has also developed a Motor Vehicle business which caters to numerous car manufacturers, including Audi, Mercedes-Benz, Volkswagen, BMW and Volvo.

With an 11,000 m<sup>2</sup> production floor, and regrouping some 450 employees across two manufacturing sites in Germany, Karl Hess generated a turnover of €51 million in 2013, up 8.5% on 2012. Its activities are almost exclusively dedicated to the German market, with exports accounting for 15% of sales.

### **A strategic acquisition to harness numerous synergies**

Recognized for its know-how and expertise in plastics technologies by various industry leaders, Karl Hess' strong growth potential is underpinned by the recent signing of a number of new contracts.

Its integration within Plastivoire Group will give the company access to the facilities needed to expand its operations as well as a stronger financial footing to pursue its growth under excellent conditions.

Whilst Plastivoire Group will benefit from new expertise, notably as a result of the integration of certain production processes (textile plastic molded components and the manufacture of injection molds) which it has yet to offer customers or which have been outsourced to date, Karl Hess will be able to draw on the Group's expert know-how in chrome-plating and decoration which will generate significant productivity gains.

Finally, thanks to Karl Hess, Plastivoire Group will have access to various German contractors with which it is not yet directly referenced. Backed by a diverse offer and range of expertise, the operation offers Plastivoire Group major growth potential and the capacity to diversify its client portfolio.

### **Terms of the acquisition: purchase of 100% of the capital of Karl Hess**

Plastivoire Group will acquire 100% of the capital of Karl Hess. Karl Hess shares will be purchased entirely in cash and financed via a loan from a banking pool.

The company will be consolidated within the Group accounts from 1 January 2015.

In order to ensure that production proceeds unhindered, and in line with the values upheld by Plastivoire Group, Karl Hess' operational managers have undertaken to continue to steer the company's development over several years.



If you would like to receive financial information about Plastivoire Group by e-mail, go to:  
**[www.actus-finance.com](http://www.actus-finance.com)**

Euronext Paris,  
Segment C  
Number of shares:  
**2,765,700**  
ISIN **FR0000051377-PVL**  
Reuters **PLVP.PA**  
Bloomberg **PVL:FP**